

Message Text

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PAGE 01 BELGRA 05166 061401Z

65

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 061328Z AUG 76
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
INFO SECSTATE WASHDC 7664
AMCONSUL ZAGREB
MR RAY MCALLISTER
BROWN MANUFACTURING
APCO DIVISION
610 JUDD ST.
WOODSTOCK, ILL 60098

UNCLAS BELGRADE 5166

E.O. 11652: NA

TAGS: BTIO BFOL YO

SUBJ: FOLLOW-UP TO TRADE OPPORTUNITY 479-91-T0032 - PRINTING AND
GRAPHIC ARTS EQUIPMENT

REF: BELGRADE 2584

1. IN RESPONSE TO BROWN MANUFACTURING INQUIRY, COMPANY CAN STILL
OFFER TENDER ON PURCHASE OF PRINTING AND GRAPHIC EQUIPMENT BY
ZAVOD ZA UNAPREDJENJE GRAFICKE INDUSTRIJE - GRAFOPROJEKT IF
ACTION IS TAKEN IMMEDIATELY.

2. ASSISTANT DIRECTOR OF GRAFOPROJEKT, BLAGOMIR GAVRIC, STATED
THAT BIDS FOR EQUIPMENT ARE STILL BE

G ACCEPTED BUT ONLY FOR
THE ENTIRE LINE AND NOT INDIVIDUAL PIECES. TO DATE NO US FIRM HAS
SUBSTITUTED A BID DESPITE GRAFOPROJEKT'S INTEREST IN US PRODUCT LINES
WHICH ARE RECOGNIZED AS TECHNOLOGICALLY SUPERIOR TO THAT OF
FOREIGN COMPETITORS IN SOME RESPECTS. IN THIS TENDER, FIRM
ATTACHES SPECIAL IMPORTANCE TO FEATURES AND SPECIFICATIONS
OF TWO PAPER IMPREGNATING MACHINES, ONE FOR DECORATIVE PAPER
AND THE OTHER FOR PAPER-ROLL IMPREGNATION WITH MELAMINE AND
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POLYESTHER RESINS.

3. THE FINAL DECISION ON PURCHASE OF EQUIPMENT WILL BE MADE IN SEPTEMBER. TO ASSURE THAT BID OF BROWN MANUFACTURING AND ALL OTHER AMERICAN COMPANIES ARE GIVEN THOROUGH CONSIDERATION, GAVRIC SUGGESTS THAT COMPANIES SEND A LETTER AS SOON AS POSSIBLE CONFIRMING INTEREST IN THE SALE AND PROVIDING SUFFICIENTLY DETAILED INFORMATION ON EQUIPMENT SPECIFICATIONS, PRICES AND DELIVERY SCHEDULE TO PERMIT AN ACCURATE COMPARISON WITH BIDS OF FOREIGN COMPETITORS.

4. CORRESPONDENCE REGARDING THE TENDER SHOULD BE SENT TO:

ZAVOD ZA UNAPREDJENJE
GRAFICKE INDUSTRIJE - GRAFOPROJEKT
CETINJSKA 3
11000 BELGRADE, YUGOSLAVIA

SWEITZER

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